



Ahlstrom Capital Markets Day 2013

Transportation Filtration - Global leader taking advantage of the industry trends

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Transportation Filtration



Key figures

- Net sales EUR 293.5 million in 2012
 - EUR 233 million in Q1-Q3/2013 (Growth: +5.7%)
- Operating profit ex. NRI 4.0% of net sales in 2012
 - 5.3% of net sales in Q1-Q3/2013
- Total annual market opportunity approximately EUR 700 million*

*Management estimate

Customer industries

- Automotive
- Heavy-duty vehicles
- Aviation
- Marine

Applications

- Filtration media used in automotive and heavy-duty air, oil, fuel and cabin air filtration
- Heavy-duty filtration accounts for approximately 60% of net sales and personnel vehicles about 40% of net sales
- Replacement market is significantly larger than original equipment sales in both segments

The global leader in Transportation Filtration

Unique and unrivalled platform in the industry



Trends in Transportation Filtration

**FUEL, OIL, AIR
AND CABIN AIR
FILTRATION**

TRENDS

Stricter environmental regulation

Increased diversity in fuels

Longer service intervals

Increased awareness of air quality impact on health

Growth of car & heavy duty in emerging markets

GROWTH OPPORTUNITIES

New high tech functionality requirements

Composite materials

Synthetic materials

Nanocoated grades

Adjusting to market needs

Emission standards

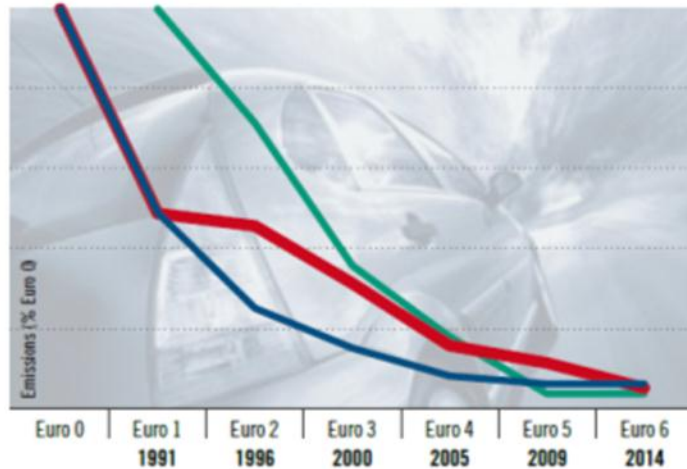
Changing regulations impact filtration needs

Emissions Index: EURO 0 in 1988 = 100%

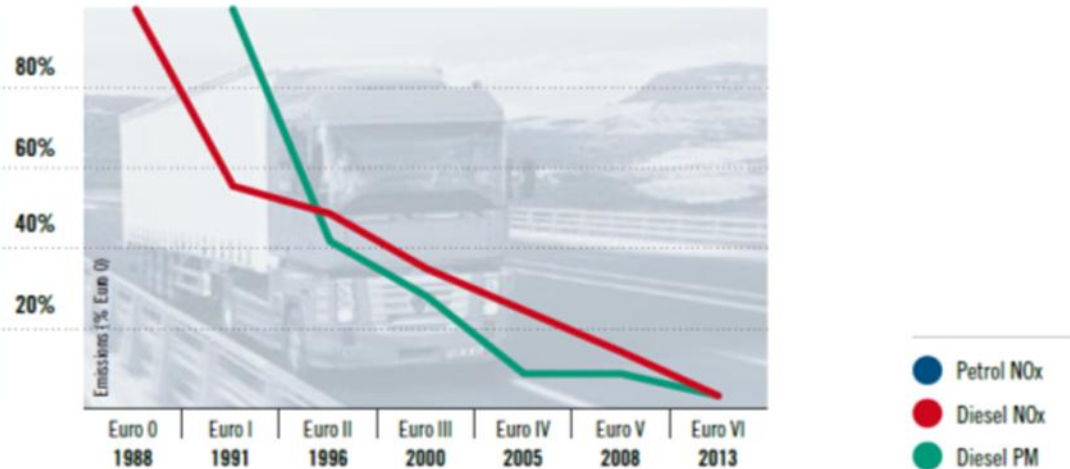
EVOLUTION OF EMISSION STANDARDS

SOURCE: ACEA

PASSENGER CARS



TRUCKS



Picture Courtesy; European Automobile Industry Report 09/10 by ACEA european automobile manufacturers association

Every time regulation and engine technology change, new demand for filtration performance emerges and new products need to be developed

Our response to market and regulation trends

Product	Trends	Our response
Fuel	<ul style="list-style-type: none"> – EURO 6 standard – Biofuels expansion – Natural gas, shale gas 	<ul style="list-style-type: none"> – Ahlstrom Captimax™ – Composites – Water separation – Ahlstrom solutions for biofuels
Oil	<ul style="list-style-type: none"> – Longer service intervals – Higher efficiency required in heavy duty applications 	<ul style="list-style-type: none"> – 100% synthetic materials – Composites – Self-supportive solutions
Air	<ul style="list-style-type: none"> – More power out of smaller engines – Safety requirements 	<ul style="list-style-type: none"> – Composite materials – Nanocoated medias – Increase of flame retardant medias
Cabin air	<ul style="list-style-type: none"> – Increased awareness of air pollution impact on health at emerging markets – New standards to measure cabin air efficiency 	<ul style="list-style-type: none"> – Ahlstrom Cabin air portfolio re-launched in Asia – Focus on mechanical filtration rather than electrostatic charger media

Strategic priorities



- Reinforce role as the global technology and market leader
- Take advantage of the industry trends and drivers
 - Strong focus on best-in-class high technology products
- Efficient utilization of the existing asset base
 - New investments based on market needs



**IMPROVE
PROFITABILITY**

Summary



Ahlstrom is the global market and technology leader in Transportation Filtration



Our global footprint serves our customer base worldwide



Regulation and technology drivers favor Ahlstrom in Staying Ahead also in the future



Ahlstrom continues to invest in technically advanced and sustainable solutions



Q&A?

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